Sales Business Analyst

Descrição da função

Sales Analytics & Performance Management

- Develop and maintain sales reports, dashboards, KPIs, and analytical tools.
- Analyze sales performance, trends, gaps, risks, and opportunities, providing actionable insights to Sales Management.
- Conduct product, channel, customer, and market analysis to support business decisions.
- Monitor sales activities and evaluate Plan vs. Actual performance.

Sales Planning & Forecasting

- Support sales budgeting, business planning, forecasting, and performance reviews.
- Perform variance analysis between Budget, Forecast, and Actual Sales.
- Partner with Supply Chain and key stakeholders to improve demand planning and forecasting accuracy.
- Conduct ROI, trend, risk, and opportunity analyses to support commercial strategies.

Sales Operations & Administration

- Prepare and distribute regular sales reports and business updates.
- Manage sales-related documentation, approvals, rebates, dealer registrations, and incentive calculations.
- Support contract preparation and ensure compliance with internal policies and procedures.

Salesforce & Systems Management

- Act as the key user and local owner of Salesforce CRM.
- Support system enhancements, user training, process improvements, and data quality management.
- Translate business requirements into system solutions and drive user adoption.

Stakeholder Management

- Collaborate with Sales, Marketing, Finance, Supply Chain, Legal, and other functions.
- Present insights and recommendations to support business decision-making.
- Build strong cross-functional relationships and provide responsive business support.

Requisitos

- Bachelor's degree in Business Administration, Economics, Finance,

Identificação da vaga
REF99097H

Área funcional
Key Account Management

Local
Huay Khwang

Nível de liderança
Leading Self

Modalidade de trabalho
Onsite Job

Horário de trabalho
Full Time

Pessoa jurídica
Continental Tyres Co., Ltd.

Statistics, Supply Chain, or related fields.
- 3-5 years of experience in Business Analysis, Sales Operations, Sales Analytics, or related functions.
- Good understanding of sales processes, forecasting, budgeting, and business performance management.
- Proficient in Microsoft Excel and Power BI; Salesforce experience is an advantage.
- Strong business acumen and knowledge of cross-functional operations.

O que oferecemos

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €19.7 billion in 2025 and currently employs around 78,000 people in 54 countries and markets.

Tire solutions from the Tires group sector make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental has been delivering top performance for more than 150 years and is one of the world’s largest tire manufacturers. In fiscal year 2025, the Tires group sector generated sales of 13.8 billion euros. Continental's tire division employs more than 55,000 people worldwide and has 19 production and 16 development sites.